

Message Text

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ACTION AF-08

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-07 INR-07 LAB-04

NSAE-00 PA-02 SIL-01 PRS-01 USIE-00 SSO-00 INRE-00

/031 W

-----171240Z 065012 /20

O 171137Z JAN 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC IMMEDIATE 8661

UNCLAS LAGOS 0472

FOR KOTT, AF/W

E.O. 11652: N/A

TAGS: BEXP, ETRD

SUBJECT: LAGOS INTERNATIONAL TRADE FAIR

REF: (A) STATE 9411, (B) LAGOS 0439

1. EMBASSY REPLIES TO QUESTIONS IN SAME SEQUENCE AS SET FORTH
IN REF (A):

A) CONSTRUCTION IS IN FAIRLY ADVANCED STAGE AT FAIR SITE, WITH
MAY 30 AS TARGET COMPLETION DATE. NO SPACE ALLOCATION YET MADE
FOR PARTICIPANTS. TRADE FAIR DIVISION, FEDERAL MINISTRY OF
TRADE (FMT), STATE 1/17/77 THAT US EXHIBITORS SHOULD APPLY
FOR WHAT THEY WANT AND MINISTRY WILL ALLOCATE AS IT SEES FIT.
CANNOT NOW CONFIRM WHETHER COVERED SPACE AVAILABLE FOR ALL WHO
SEEK IT. PLANS REVEAL COVERED BUILDING (SPACE 9) AND ADJOINING
OPEN CEMENT DECK AREA (SPACE 10) FOR DISPLAY OF GOVERNMENT/
NATIONAL EXHIBITS. SEPARATE COVERED BUILDING (SPACE 13) AND
SIMILAR ADJOINING OPEN DECK (SPACE 14) RESERVED FOR COMMERCIAL
EXHIBITS GROUPED BY COUNTRY. WATER, WASTE REMOVAL ELECTRICITY,
TELEPHONES AND TELEX WILL BE AVAILABLE.

B) LEADING TRADE NATION EMBASSIES IN LAGOS HAVE RECOMMENDED
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PARTICIPATION TO HOME GOVTS. MTHEY ARE NOW WAITING FOR APPROVAL
AND PROMISE OF SUPPORT FROM LATTER. ALL REALIZE THAT TIME SPAN
IS MUCH SHORTER THAN NORMALLY DESIRABLE. BRITISH EXPECT VERY
LARGE BUSINESS RESPONSE. MEETING OF EEC EMBASSIES TO DISCUSS
PARTICIPATION WILL BE HELD JAN. 20. AUSTRALIA COMPLAINS IT
HAS NO BUDGET, EXPECTS MARGINAL PRESENCE. CANADIANS HAVE FUNDS,
WILL CONCENTRATE ON PRIVATE EXHIBITORS.

C) FAIR OFFICIALS STATE THEME IS GENERAL. WE RECOMMEND US ACCENT BE ON TRANSPORT, AGRICULTURE, CONSUMER GOODS, MEDICAL EQUIPMENT, PRINTING EQUIPMENT. DAVID PEASHOCK WILL BE EMBASSY COORDINATOR.

E, E) MAJORITY US FIRMS IN LAGOS ARE NOT TYPE WHICH WOULD EXHIBIT IN A FAIR. BELIEVE BEST APPROACH FOR US WOULD BE TO RAISE ISSUE WITH FIRMS INTERESTED IN EXPORTING HERE. WE HAVE HEAVY ONGOING CORRESPONDENCE WITH THEM, GENESCO, FOR EXAMPLE, IS WORLD'S LARGEST WEARING APPAREL AND FOOTWEAR MANUFACTURER, AND HAS ALREADY GIVEN TENTATIVELY FAVORABLE RESPONSE TO OUR VERBAL INVITATION. EMBASSY WILL DISCUSS WITH LOCAL SUBSIDIARIES (E.G., IBM), FIELD REPS AND ALSO WRITE TO HEAD OFFICES. USDOC SHOULD ALSO INFORM COMPANIES KNOWN TO BE INTERESTED IN SELLING TO NIGERIA.

F) ACCESS TO FAIR SITE BUILDINGS PROMISED FROM JUNE-JULY. MINISTRY EXPECTS TO SEND OUT NECESSARY FORMS (E.G., APPLICATIONS FOR SPACE) BY THIRD WEEK OF FEBRUARY WITH AIM TO HAVE THEM RETURNED BY JUNE 1.

G) MINISTRY STILL UNSURE OF COSTS, NO RATES YET DETERMINED. UTILITY FEES WILL BE AT PREVAILING LOCAL RATES. COST OF CONSTRUCTION INDIVIDUAL BOOTHS AND SIMILAR FACILITIES MUST BE NEGOTIATED IN FREE MARKET BETWEEN EXHIBITORS AND PRIVATE CONTRACTORS. FOREIGN CONTRACTORS MAY BE USED, AND FMT NOW DISCUSSING SOME RELAXATION OF VISA AND WORK PERMIT REGULATIONS WITH MINISTRY OF INTERIOR. EXHIBITS WILL BE IMPORTED DUTY FREE, SALES WILL BE PERMITTED FROM STANDS AND CUSTOMS OFFICER WILL BE UNCLASSIFIED

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AVAILABLE TO ASSESS DUTIES. POSSIBLE THAT STAND MATERIALS WILL ALSO ENTER DUTY-FREE. FMT FORESEES ADEQUATE WAREHOUSE FACILITIES ON SITE.

2. REF (B) REPORTED FMG REQUEST TO HAVE USIA GEODESIC DOME AT FAIR. USIA WILL DECIDE. WE AND FMT FULLY AWARE THAT DOME, EVEN IF AVAILABLE, WILL NOT HOUSE ANY COMMERCIAL EXHIBITS. EASUM

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Message Attributes

Automatic Decaptioning: X
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Sent Date: 17-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Film Number: D770016-0889
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TAGS: BEXP, ETRD, NI
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